

My client is an award winning and growing team of engineers, surveyors, computer specialist, architects, landscape architects and programmers all working collectively in the business of land development. They serve the markets of residential site development, commercial site development, and federal, state & local governments.

Our current opportunity is for a highly motivated and independent Business Development Manager. Initially based out of a home office, this position will work with an established sales support & marketing team to develop new business in the Midwest, including the states of Missouri, Illinois, Ohio, Michigan, Wisconsin, Iowa, Minnesota, and Arkansas.

Responsibilities will include lead generation & qualification, development of opportunities, closing of opportunities, and account management. The understanding of municipalities, their workflow and practices is extremely important. A good understanding GIS technology ranging from conceptual to practical is also needed. This position should be based in a location that can service the Midwest market, with preference given to locations inside the market area. Compensation will include salary and a bonus/commission structure.

Realistic first year compensation \$90K. We estimate 50% travel in the Midwest.

For more information contact:

Tim Kahms
Kahms Recruiting Group, LLC
tkahms@kahmsrecruiting.com
6930 Daneby Circle
Indianapolis IN 46220